

- Canada's merchandise exports consist of basic commodities such as cereals, wood pulp, plastics, sulphur and mineral fuels, and manufactured products such as boilers, machinery and mechanical appliances. Imports include footwear, wood and wood products, rubber and rubber products, apparel and clothing accessories, and electrical machinery and equipment.
- Services exports, particularly engineering services, are another sizeable component of Canadian trade with Indonesia. Since the mid-1970s, Canadian firms have developed niches in pulp and paper, mapping, telecommunications and environmental services. It is estimated that the Canadian service sector adds an additional \$200 million a year in exports.
- Cumulative Canadian direct and planned investment in Indonesia is valued at \$5 billion to date, the largest in any Southeast Asian country. A major component is a mining and smelting plant in Sulawesi owned by International Nickel Company of Canada Limited (INCO). Oil and gas exploration and consulting and engineering companies have established a strong presence in Indonesia. Other Canadian investors include Bata Corporation, Babcock and Wilcox, Gulf Canada Resources, Manulife Financial and Sun Life Assurance.
- Several factors, such as Indonesia's rapid economic growth rates, abundant natural resources, membership in the new World Trade Organization and growing population — the fourth largest in the world — make it a very attractive market for Canadian business.
- The Canadian private sector has begun to foster a stronger presence in the Indonesian market. There are about 60 companies and 23 joint ventures operating in Indonesia. During the Prime Minister's visit last November, \$1 billion in new trade and investment links between Canadian and Indonesian businesses were announced, including:
 - Additional investments in existing facilities by Bata Corporation and INCO.
 - The opening of the Canada-Indonesia Business Development Office by the Canadian Exporters' Association.
 - The supply of goods and services by CAE Electronics, Hughes Canada and Trenton Works Inc.
 - The start of a nuclear regulatory training program through the Atomic Energy Control Board of Canada.
 - The signing of a memorandum of understanding between the Canada-Indonesia Business Council and the Indonesia-Canada Business Council, to support further private-sector ties.